

# Savannah Georgia Convention Center Authority

Minutes of the Regular Meeting of the Board of Directors  
Wednesday, September 15, 2021, 11:00am

Via onsite Meetings Rooms 105/106 and Teleconference (Zoom) ~ Savannah Convention Center

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**Members present:** Bert Brantley, Ruth Quattlebaum-Edwards, Pat Farrell, Joe Marinelli, Martin Miller, Ben Polote Jr., Anne Scheer, Pritpal Singh, Mark Smith, Trip Tollison **Members absent:** Ansley Williams  
**Also present:** Keith Couch (Clark Construction), Lee Hughes, Paul Threlkeld, Michael Owens, Gene Maria (Hansen Architects), Paul Hansen (Hansen Architects), Tom Bordeaux, Tony Center, Bill Grainger, Steve Green, Billy Hair, Greg Sanders, Pat Shay, Marvin Woodward (GSFIC), Frank Poe (GWCC), Jeff Hewitt, and SCC staff: Sherrie Spinks, Stephen Hall, Angela Daniels, Gail Terrell, Jamie Parks, Holly Jenkins and Ronnie Hickman

Chairman Smith convened the meeting at 11:03am.

Chairman Smith acknowledged the recent passing of long term SCC Public Safety Officer, Michael D'Ottavio and requested a moment of silence.

Chairman Smith asked for approval of the Minutes. Motion made by Vice-Chairman Marinelli; seconded by Mr. Martin Miller and approved by unanimous voice vote.

Chairman Smith asked for approval Treasurer's report. Motion made by Ms. Martin Miller; seconded by Mr. Ben Polote Jr., and approved by unanimous voice vote.

Counsel Report. Mr. Threlkeld replied no report at this time.

External Affairs Report. Mr. Hughes replied no report at this time.

Financial Report. Mr. Hall reported a favorable variance to Center budget for August, and year-end on budget. Mr. Hall then continued to report a favorable variance to the Authority budget for August and year-end on budget. Mr. Hall commented that hotel/motel tax numbers through July are continuing to trend favorably.

Sales and Marketing Report. Ms. Daniels reviewed the Sales report which included a list of contracts obtained for the month of August 2021. Ms. Daniels highlighted receipt of the signed contract from National Rural Water Association (FY 2025). Ms. Daniels then continued with the Pace Report, a list of groups committed to the expansion space and pictures from recent events at the facility. Vice-Chairman Marinelli commented on the mixed blend of both National Association Corporate business and GA Association business being booked at the facility. Vice-Chairman Marinelli provided a listing from Trade Show Executive that reflects the top 200 convention centers nationwide making note that the Savannah Convention Center is anticipated to move from its existing rank in the 150's to the ranking in the 70's as it relates to prime exhibit space.

Operations Report. Mr. Hickman provided the Operations Report which included team highlights. Mr. Hickman also reviewed capital project updates.

Food & Beverage Report. Mr. Parks provided highlights of August F&B events and revenue.

General Manager's Report. Ms. Spinks commented on Savannah/Chatham Day to be held on February 3, 2022. Ms. Spinks also noted that the December SGCCA Board Meeting will be moved to the 3<sup>rd</sup> Wednesday, December 15, 2021. Mr. Gene Maria from Hansen Architects provided a design

presentation update. Mr. Keith Couch from Clark Construction provided an overview of the expansion progress to date. Mr. Marvin Woodward from the Georgia State Financing and Investment Commission provided an overview of the SCC Expansion Budget and Funding.

Chairman's Report. Vice-Chairman Marinelli provided a brief update on Parlay Marketing. Chairman Smith provided an update on the meeting held with David Songy and investors to discuss a potential convention center hotel project.

Chairman Smith presented the GIMTCA Board Resolution and bronze plaque commemorating the GIMTCA board members years of service.

Chairman Smith asked for any other business; hearing none then adjourned the meeting at 12:00pm.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read 'B. Brantley', written over a horizontal line.

Bert Brantley, Secretary/Treasurer